A3940-1.54

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No.1 February 1991

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Averett College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
East Carolina University
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida Institute of Technology
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
University of Louisville - Engineering
Mars Hill College
Mary Washington College
Memphis State University
Mercer University - Atlanta
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
University of Montevallo
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Institute of Paper & Science
Presbyterian College
Queens College
Randolph-Macon Woman's College
Ringling School of Art & Design
Rollins College
St. Augustine's College
Samford university
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
University of South Carolina - Coastal
University of South Carolina - Spartanburg
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
West Georgia College
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1990 and August 31, 1910. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (January 11, 1991, through February 8, 1991) and cumulatively (September 1, 1990, and FEbruary 8, 1991).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 1/11/91 THROUGH 2/8/91

CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	8	341	$25344	$26954	*	*	*	63	895	$25699	$26176	$28500	$26000	$21500
BUSINESS ADMIN (INCL MGMT	5	93	22055	23898	*	*	*	36	291	22127	22972	30000	21500	16500
DISTRIBUTION MANAGEMENT	+	1	+	26700				+	3	+	26133			
ECONOM & FINANCE (BANKING	3	102	23162	25105	*	*	*	35	294	22758	24596	27000	23000	17500
HOTEL/RESTAURANT MGMT.	+	5	+	21140				+	28	+	21457			
HUMAN RSRCS (incl LABOR R	2	6	21500	24000	*	*	*	19	35	22177	23736	*	*	*
MANAGEMENT INFO SYSTEMS	2	18	28250	28719	*	*	*	12	79	25904	27824	*	*	*
MARKETING/MARK MGMT (RESR	9	115	22244	24175	*	*	*	59	300	23604	23429	30000	23000	18000
REAL ESTATE	+	+	+	+				2	4	18910	20080	*	*	*
COMMUNICATIONS														
ADVERTISING	+	12	+	23105				3	24	22833	21761	*	*	*
COMMUNICATIONS	1	9	13960	22113	*	*	*	4	57	19119	21625	*	*	*
JOURNALISM	1	4	15600	19850	*	*	*	5	33	19240	18324	*	*	*
TELECOMMUN/BROADCASTING	+	2	+	22019				+	6	+	20866			
EDUCATION														
ELEMENTARY EDUCATION	22	36	24627	21366	$26000	$26000	$22000	34	135	22819	20211	26000	25750	18600
PRE-ELEMENTARY EDUCATION	+	7	+	13868				7	21	22035	17699	*	*	*
PHYSICAL EDUCATION	+	1	+	21340				5	15	20990	18355	*	*	*
SPECIAL EDUCATION	1	11	18700	23829	*	*	*	6	29	22139	23539	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	+	+	+				2	7	19500	18171	*	*	*
TEXTILES & CLOTHING	+	5	+	19700				2	9	25400	21700	*	*	*
MERCHANDISING MANAGEMENT	+	6	+	20583				2	21	19400	21324	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	3	+	20333				1	9	18850	21733	*	*	*
LETTERS (incl English, Li	+	9	+	20078				8	35	19250	21248	*	*	*
VISUAL & PERFORMING ARTS	1	7	23600	21200	*	*	*	2	25	22300	20267	*	*	*
HUMANITIES - OTHER	+	6	+	20993				3	22	19833	21224	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	5	+	23466				3	21	22147	21365	*	*	*
HISTORY	1	4	16800	21700	*	*	*	3	14	21900	21536	*	*	*
POLITICAL SCIENCE/GOVT	+	8	+	23699				4	39	21875	21781	*	*	*
PSYCHOLOGY	+	11	+	18250				5	42	17285	18586	*	*	*
SOCIOLOGY	1	3	19218	17739	*	*	*	2	26	21109	19043	*	*	*
SOCIAL SCIENCES-OTHER	1	2	21460	21230	*	*	*	8	41	18098	19251	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	21	+	31176				+	57	+	30445			
AGRICULTURAL	+	3	+	29700				+	13	+	32154			
ARCHITECTURAL	+	12	+	31217				+	23	+	31107			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	3	+	25833			
CHEMICAL	1	109	33600	37294	*	*	*	4	308	36345	37084	*	*	*
CIVIL	1	90	32253	29217	*	*	*	22	283	30110	29201	32253	29200	28000
COMPUTER	2	29	25000	31790	*	*	*	6	49	28317	31993	*	*	*
ELECTRICAL/ELECTRONIC	7	173	28686	33193	*	*	*	24	455	30390	33036	34000	30540	26500

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	2	+	$29700				+	2	+	$29700			
INDUSTRIAL	+	50	+	32040				2	113	$32300	31811	*	*	*
MECHANICAL	12	221	$32246	34131	*	*	*	32	538	31272	33979	$34000	$32200	$28000
METALLURGICAL	+	23	+	33558				2	41	31000	33815	*	*	*
MINING (INCL GEOLOGICAL)	+	4	+	33710				+	32	+	31018			
NUCLEAR	+	1	+	34000				+	8	+	32919			
PETROLEUM	+	29	+	38986				+	75	+	38798			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	2	33	27500	28359	*	*	*	6	54	26133	28264	*	*	*
INDUSTRIAL TECHNOLOGY	+	2	+	27000				+	9	+	24222			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	2	+	25000				1	20	16500	22075	*	*	*
ANIMAL SCIENCES	+	2	+	22000				+	12	+	21642			
PLANT SCIENCES	+	2	+	19000				+	4	+	22120			
NATURAL RESOURCES	+	3	+	18760				+	5	+	20056			
OTHER AGRICULTURAL SCIENC	+	6	+	28523				1	15	35000	26416	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	4	89	25655	30300	*	*	*	22	253	26984	29661	33020	27600	18720
COMPUTER PROGRAMMING	+	3	+	23746				7	12	30957	28695	*	*	*
INFORMATION SCIENCES & SY	1	36	29000	29804	*	*	*	14	79	25989	28326	*	*	*
SYSTEMS ANALYSIS	+	+	+	+				+	1	+	18600			
HEALTH SCIENCES														
ALLIED HEALTH	+	13	+	27178				1	45	14688	27835	*	*	*
HEALTH SCIENCES	1	6	16000	21705	*	*	*	1	23	16000	21061	*	*	*
NURSING	+	6	+	21147				1	34	24000	25366	*	*	*
PHARMACY	2	4	33500	37500	*	*	*	4	6	36250	38000	*	*	*
SCIENCES														
ACTUARIAL	+	1	+	23000				+	2	+	27700			
ARCHITECTURAL & ENVIRONME	+	2	+	25750				3	10	28567	25910	*	*	*
BIOLOGICAL	+	5	+	23742				2	18	16500	20895	*	*	*
CHEMISTRY	+	7	+	28394				1	21	18000	26631	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	4	+	27000				+	11	+	27832			
MATHEMATICS	1	12	26200	28120	*	*	*	5	39	22973	25408	*	*	*
PHYSICS	+	1	+	33600				2	6	30250	28267	*	*	*
OTHER PHYSICAL & EARTH SC	+	+	+	+				+	1	+	19747			
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	92	1838						498	5240					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	4	255	$28125	$27534	*	*	*	48	642	$26429	$26744	$30000	$26750	$24000
ACCOUNTING (PRIVATE)	4	93	22564	25336	*	*	*	21	255	22020	24411	26500	22000	18000
COMMERCIAL BANKING (CNSMR	1	5	15500	18960	*	*	*	7	19	21357	20884	*	*	*
COMMERCIAL BANKING (LENDG	+	9	+	25167				+	21	+	22595			
INVESTMT BANKING (CORP FN	+	1	+	21000				3	10	25500	25780	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	24000			
INVESTMT BANKG (REAL EST)	+	+	+	+				1	3	17500	18500	*	*	*
INVESTMT BANKG (SALES & T	+	+	+	+				+	6	+	22633			
FINANCIAL/TREASURY ANALYS	1	40	25000	25771	*	*	*	3	107	26000	25588	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	5	+	22640				1	11	23000	22564	*	*	*
UNDERWRITING	+	13	+	23193				7	39	20757	23495	*	*	*
INSURANCE - CLAIMS	1	11	22000	22498	*	*	*	7	39	21872	22954	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				+	9	+	20838			
MEDIA PLANNING	+	+	+	+				+	1	+	29000			
REPORTING	1	1	13960	13960	*	*	*	1	10	13960	15528	*	*	*
PRODUCTION	+	7	+	31214				1	22	14016	24226	*	*	*
PUBLIC RELATIONS	1	2	15600	17800	*	*	*	2	16	18600	18665	*	*	*
WRITING / EDITING	+	2	+	18100				1	12	25000	18833	*	*	*
MARKETING														
ADVERTISING	+	3	+	20667				+	9	+	21756			
BRAND/PRODUCT MANAGEMENT	+	12	+	25152				1	30	31800	25346	*	*	*
BUYER/MERCHANDISING	1	23	25000	24963	*	*	*	5	53	21880	23468	*	*	*
DISTRIBUTION	1	5	18000	26140	*	*	*	3	14	21000	25414	*	*	*
MARKET RESEARCH	+	5	+	28400				3	30	25500	25045	*	*	*
PURCHASING	+	3	+	23933				1	12	18500	23608	*	*	*
SALES	6	108	22033	25431	*	*	*	62	316	23956	24975	32000	24000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	+	+	+				1	16	17300	19658	*	*	*
FINANC,TAXA, MONETARY POL	1	5	31750	25037	*	*	*	5	34	23535	22780	*	*	*
ECONOMIC PROGRAMS	+	1	+	24000				1	3	24000	21867	*	*	*
LAW ENFORCEMENT	+	2	+	28666				1	14	21000	23551	*	*	*
MILITARY	2	4	24025	24343	*	*	*	5	21	24838	23303	*	*	*
NATIONAL SECURITY	+	2	+	21000				+	4	+	22750			
URBAN / REGIONAL PLANNING	+	+	+	+				2	2	18910	18910	*	*	*
ENGINEERING														
BIOENGINEERING	+	+	+	+				+	4	+	24500			
DESIGN / CONSTRUCT	3	101	28751	30603	*	*	*	24	290	29719	30697	33500	29200	26500
ENVIRONMENTAL/SANITATION	+	23	+	30630				4	56	32393	30272	*	*	*
MANUFACTURING/INDUSTRIAL	3	126	33567	33950	*	*	*	10	314	31270	33615	*	*	*
SYSTEMS / PROGRAMMING	+	19	+	31399				5	73	28740	32013	*	*	*
POWER SYSTEMS	4	18	30565	31601	*	*	*	8	80	30783	32740	*	*	*
SOFTWARE DESIGN & DEVELOP	2	19	26404	31281	*	*	*	6	52	29085	31940	*	*	*
HARDWARE DESIGN & DEVELOP	4	38	29685	33970	*	*	*	9	64	30227	33457	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	+	31	+	$33132				2	104	$26500	$33208	*	*	*
TESTING	2	17	$26252	30079	*	*	*	4	56	29022	30674	*	*	*
PROCESS ENGINEERING	1	98	33600	37239	*	*	*	7	274	34683	37199	*	*	*
PROJECT ENGINEERING	2	94	32668	35069	*	*	*	9	239	30537	34565	*	*	*
OTHER ENGINEERING	1	194	33000	32755	*	*	*	8	417	29917	32289	*	*	*
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	3	+	21667				1	14	28000	25075	*	*	*
INDUSTRIAL HYGIENE	+	1	+	23832				+	2	+	23916			
MEDICAL TECHNOLOGY	1	12	16000	26192	*	*	*	1	21	16000	24655	*	*	*
NURSES / PERSONAL CARE	+	5	+	23120				1	30	24000	25073	*	*	*
OCCUPATIONAL THERAPY	+	3	+	27339				+	11	+	28572			
PHARMACIST	2	4	33500	37500	*	*	*	4	6	36250	38000	*	*	*
PHYSICAL THERAPY	+	+	+	+				+	1	+	13440			
RESPIRATORY THERAPY	+	+	+	+				+	1	+	34000			
OTHER HEALTH RELATED	+	7	+	19411				1	44	15000	24341	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	1	+	10000				+	12	+	20517			
COUNSELING	+	6	+	15583				2	26	16344	16428	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	+	+	+			
SOCIAL WORK	1	3	19218	15571	*	*	*	3	17	16613	16173	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	5	72	23564	28365	*	*	*	23	188	26855	28000	$33000	$26500	$19000
INFORMATION SYSTEMS	3	21	31633	31766	*	*	*	12	77	25119	28387	*	*	*
SYSTEMS ANALYSIS & DESIGN	1	35	27600	31343	*	*	*	11	119	27531	29894	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	4	+	30960				+	6	+	31373			
AGRICULTURE/NAT'L RESOURC	+	13	+	22270				+	31	+	21820			
ARCHITECTURE	+	1	+	25000				1	5	30000	25880	*	*	*
CONSULTING	3	60	29800	28342	*	*	*	10	105	29240	28580	*	*	*
HUMAN RESRCS /INDUS RELS	1	7	18000	24076	*	*	*	11	36	21938	22577	*	*	*
MANAGEMENT TRAINEE	4	118	20565	22281	*	*	*	53	397	22110	21917	26700	22000	17000
MATH/STATISTICIANS	+	4	+	27791				2	8	18362	24761	*	*	*
PARALEGAL	+	+	+	+				2	5	18500	19000	*	*	*
RESEARCHERS NON-TECHNICAL	+	+	+	+				1	2	25000	27500	*	*	*
RESEARCHERS - TECHNICAL	+	1	+	30000				+	7	+	29879			
TEACHING	25	62	24222	21365	$26000	$26000	$21460	70	265	21939	20636	26000	22000	18500
TOTALS	92	1838						498	5240					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SCPA REGIONAL Report No. 1 FEBRUARY 1991
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	35	+	$31229				5	102	$30360	$30614	*	*	*
MBA--NON-TECH	13	48	$34885	34788	*	*	*	33	101	31281	32852	$36000	$32200	$26000
MBA--TECH	2	4	41550	40275	*	*	*	3	12	37700	34367	*	*	*
MS-BUSINESS	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	1	+	33000				+	5	+	34562			
HUMAN RESOURCES (INCL LAB	+	+	+	+				1	3	32000	31467	*	*	*
MANAGEMENT INFORMATION SY	+	1	+	27000				+	7	+	33886			
MARKETING/MKTNG MGT (RESE	+	1	+	40300				1	2	42000	41150	*	*	*
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	+	+	+				+	5	+	26392			
JOURNALISM	+	1	+	21500				+	1	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				4	9	24521	25857	*	*	*
ELEMENTARY EDUCATION	+	4	+	26450				+	24	+	24407			
PHYSICAL EDUCATION	+	+	+	+				+	3	+	21000			
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	+	+	+				+	5	+	25958			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	1	+	21000			
LETTERS	1	1	24000	24000	*	*	*	1	3	24000	20500	*	*	*
VISUAL & PERFORMING ARTS	+	+	+	+				+	1	+	21325			
HUMANITIES - OTHER	+	1	+	35000				+	1	+	35000			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	7	+	26573			
SOCIOLOGY	+	1	+	24000				+	1	+	24000			
SOCIAL SCIENCES - OTHER	+	4	+	36575				2	11	23000	31826	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	1	+	34000				+	7	+	35017			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			

continued

SCPA REGIONAL Report No. 1 FEBRUARY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CHEMICAL	+	7	+	$39643				+	15	+	$39476			
CIVIL	+	17	+	34874				3	48	$38000	34894	*	*	*
COMPUTER	+	1	+	39600				+	1	+	39600			
ELECTRICAL/ELECTRONIC	+	21	+	36222				+	54	+	37410			
INDUSTRIAL	+	6	+	39175				+	13	+	36492			
MECHANICAL	+	27	+	40246				+	56	+	38121			
METALLURGICAL	+	7	+	36767				+	16	+	38014			
MINING & MINERAL	+	4	+	36825				+	13	+	35085			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	+	4	+	43375				+	16	+	44806			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	+	+	+			
HEALTH SCIENCES	1	1	$36000	36000	*	*	*	1	2	36000	28000	*	*	*
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	1	2	30000	25098	*	*	*	2	4	27500	25299	*	*	*
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				2	2	24679	24679	*	*	*
CHEMISTRY	+	+	+	+				+	2	+	27000			
COMPUTER SCIENCE														
COMPUTER SCIENCE	+	25	+	36340				8	49	37659	36074	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	4	+	41150				+	15	+	36507			
MATHEMATICS (INCL ACTUARI	+	3	+	29667				+	5	+	26280			
PHYSICS	+	1	+	22356				+	3	+	27219			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	18	233						66	632					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	4	19	$44125	$40874	*	*	*	8	31	$34633	$36365	*	*	*
MBA--TECH	+	1	+	25000				+	6	+	37667			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	3	18	36300	38833	*	*	*	3	27	36300	39307	*	*	*
MBA--TECH	+	2	+	39850				+	2	+	39850			
OVER 4 YEARS														
MBA--NON-TECH	2	17	45850	45747	*	*	*	5	45	42540	42731	*	*	*
MBA--TECH	+	1	+	33600				+	16	+	42894			
TOTALS	9	58						16	127					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/11/91 THROUGH 2/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	2	+	$50000				+	5	+	$54220			
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	2	+	29377				+	4	+	35768			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				1	1	$30000	30000	*	*	*
FOREIGN LANGUAGES	+	1	+	28000				+	1	+	28000			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	1	+	52700				+	2	+	51350			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				1	1	30000	30000	*	*	*
ENGINEERING														
AEROSPACE	+	1	+	54080				+	3	+	46027			
CHEMICAL	+	2	+	48000				+	4	+	48865			
CIVIL	+	3	+	42667				+	3	+	42667			
COMPUTER	+	+	+	+				+	1	+	59500			
ELECTRICAL/ELECTRONIC	+	+	+	+				+	7	+	58457			
INDUSTRIAL ENGINEERING	+	1	+	54000				+	1	+	54000			
MECHANICAL	+	2	+	47202				+	2	+	47202			
METALLURGICAL	+	1	+	52440				+	5	+	45288			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	1	+	36000			
BIOLOGICAL	1	1	$33550	33550	*	*	*	1	1	33550	33550	*	*	*
CHEMISTRY	+	+	+	+				+	12	+	46047			
GEOLOGICAL (INCL GEOPHYS)	+	1	+	51000				+	4	+	51325			
MATHEMATICS	+	+	+	+				+	5	+	35300			
PHYSICS	+	+	+	+				+	1	+	40000			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	1	18						3	64					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26547 47 35000/24000			23500 2		40000 1			
BUSINESS ADMIN (INCL MGMT				19500 2		26000 1	21240 2	30000 1	
ECONOM & FINANCE (BANKING	23133 3			22857 7	21400 5	16560 1	27600 2		
HUMAN RSRCS (incl LABOR R				21500 2					
MANAGEMENT INFO SYSTEMS						28000 1	24180 5	28500 1	
MARKETING/MARK MGMT (RESR				23500 1	31500 1	30000 3	23083 6	26000 1	25000 1
ADVERTISING						24000 1			
COMMUNICATIONS						16000 1			
JOURNALISM		14000 1				22500 2			
LETTERS (incl English, Li						17000 1	25000 1		
PSYCHOLOGY						18500 1			
SOCIAL SCIENCES-OTHER				16200 1					
CIVIL								28000 1	30033 6
COMPUTER							25000 2		
ELECTRICAL/ELECTRONIC								29750 2	24433 3
MECHANICAL			28600 1						
ENGINEERING TECHNOLOGY							27267 3		
COMPUTER SCIENCE				26500 1		29800 1	28073 7		21700 2
COMPUTER PROGRAMMING							29500 3	31500 2	
INFORMATION SCIENCES & SY						29000 1	26050 4		
ARCHITECTURAL & ENVIRONME			30000 1						
MATHEMATICS				25200 1		26200 1			

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BUSINESS ADMIN (INCL MGMT		16000 2	19000 1	18000 1		18918 11			
ECONOM & FINANCE (BANKING	21800 4			24750 3	21000 1	16800 1			
HUMAN RSRCS (incl LABOR R	16000 1			23083 14			16000 1		
MANAGEMENT INFO SYSTEMS	23000 1								
MARKETING/MARK MGMT (RESR	18000 1	20000 1		22000 1		20700 12	21000 2		20000 1
COMMUNICATIONS						14016 1			13960 1
MERCHANDISING MANAGEMENT						19400 2			
HUMANITIES - OTHER				12000 1	20000 1				
HISTORY						18900 1			
POLITICAL SCIENCE/GOVT				18000 1		26500 1			
PSYCHOLOGY						22000 1			
SOCIAL SCIENCES-OTHER					18500 2				
MECHANICAL							30000 1		
COMPUTER SCIENCE				23000 1					
INFORMATION SCIENCES & SY	23000 3			26270 2					
PHARMACY						39000 1			

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			18000 1	24960 2	14500 1	20195 1	23800 2	21500 1	21500 1
BUSINESS ADMIN (INCL MGMT			26000 1		21000 2	27888 2	24000 2	20002 2	
ECONOM & FINANCE (BANKING				23460 1		21383 3			
HUMAN RSRCS (incl LABOR R				23200 1					
MANAGEMENT INFO SYSTEMS			24948 1						
MARKETING/MARK MGMT (RESR	19200 1		18000 2		26000 1				
REAL ESTATE	17000 1						20820 1		
JOURNALISM							21600 1		
ELEMENTARY EDUCATION					22819 34 26196/18600				
PRE-ELEMENTARY EDUCATION					22035 7				
PHYSICAL EDUCATION					20990 5				
SPECIAL EDUCATION					22139 6				
HUMAN ECOLOGY (HOME ECONO					21500 1				
FOREIGN LANGUAGES					18850 1				
LETTERS (incl English, Li					18300 4		20800 1		
VISUAL & PERFORMING ARTS					22300 2				
HUMANITIES - OTHER						27500 1			
CRIMINAL JUSTICE						17300 1	24570 2		
HISTORY							30000 1		
POLITICAL SCIENCE/GOVT							25000 1		
PSYCHOLOGY							20820 1		
SOCIOLOGY							19218 1		
SOCIAL SCIENCES-OTHER					20320 3		15310 2		

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
CIVIL			28575 4	30859 3			29922 3		
COMPUTER						26252 2			
ELECTRICAL/ELECTRONIC				32390 4		27688 4			
MECHANICAL				30253 3		26252 2	30176 2		
COMPUTER SCIENCE			27600 1	29000 1	22000 1		17400 2		
INFORMATION SCIENCES & SY			27300 3						
ALLIED HEALTH							14688 1		
HEALTH SCIENCES								16000 1	
NURSING								24000 1	
PHARMACY								37000 1	34500 2
BIOLOGICAL		15000 1			18000 1				
MATHEMATICS					20371 2				

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BUSINESS ADMIN (INCL MGMT									30000 1
MANAGEMENT INFO SYSTEMS						30000 1			
MARKETING/MARK MGMT (RESR							25000 1		28633 4
HISTORY								16800 1	
CHEMICAL									35940 2
CIVIL					29184 1			29000 2	32000 1
ELECTRICAL/ELECTRONIC					30000 1				36000 1
MECHANICAL							33217 6	30000 1	33000 2
ENGINEERING TECHNOLOGY					20000 1				
COMPUTER SCIENCE									8400 1
ARCHITECTURAL & ENVIRONME							26500 1	29200 1	
CHEMISTRY									18000 1
PHYSICS								28500 1	32000 1

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING		27600 1							
ECONOM & FINANCE (BANKING								26000 1	
MARKETING/MARK MGMT (RESR	28000 1	27772 1		22750 2					25333 3
ADVERTISING							18500 1		
COMMUNICATIONS			32500 1						
CIVIL									38400 1
COMPUTER		33700 2							
ELECTRICAL/ELECTRONIC	33060 4	31869 3			27000 1				
INDUSTRIAL		31800 1							
MECHANICAL		30100 4					32450 2	34250 2	
ENGINEERING TECHNOLOGY		26000 1	29000 1						
AGRIBUSINESS					16500 1				
OTHER AGRICULTURAL SCIENC							35000 1		
COMPUTER SCIENCE	34000 1								
COMPUTER PROGRAMMING	34000 1	31200 1							
INFORMATION SCIENCES & SY		27200 1							

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ACCOUNTING				18000 2	27500 1		
BUSINESS ADMIN (INCL MGMT					26805 4		33000 1
ECONOM & FINANCE (BANKING					27500 1		24000 2
MANAGEMENT INFO SYSTEMS					27750 2		
MARKETING/MARK MGMT (RESR		30000 1	22000 1		25850 2		23251 8
ADVERTISING	26000 1						
JOURNALISM							15600 1
HUMAN ECOLOGY (HOME ECONO							17500 1
TEXTILES & CLOTHING					25400 2		
LETTERS (incl English, Li							18000 1
POLITICAL SCIENCE/GOVT	18000 1						
PSYCHOLOGY	12553 2						
SOCIOLOGY							23000 1
CHEMICAL					36750 2		
ELECTRICAL/ELECTRONIC			35400 1				
INDUSTRIAL						32800 1	
MECHANICAL		31000 1	31500 2			35900 1	29750 2
METALLURGICAL				31000 2			
COMPUTER SCIENCE					28325 2		32000 1
MATHEMATICS					22724 1		

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26342 50 35000/24000	14000 1		21913 15	23083 6	24697 13	23880 16	28167 3	25000 1
BACHELOR - TECHNICAL			29300 2	25850 2		28333 3	27421 19	30100 5	26991 11

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	20600 7	17333 3	19000 1	22257 21 28000/18000	19500 4	19784 30 26500/16800	19333 3		16980 2
BACHELOR - TECHNICAL	23000 3			25180 3		39000 1	30000 1		

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	18100 2		20990 5	24155 4	21933 67 26196/18500	23115 8	22241 15	20501 3	21500 1
BACHELOR - TECHNICAL		15000 1	27975 8	31082 11	20185 4	26970 8	24951 8	25667 3	34500 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL						30000 1	25000 1	16800 1	28906 5
BACHELOR - TECHNICAL					26395 3		32257 7	29140 5	32698 9

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	28000 1	27686 2	32500 1	22750 2			18500 1	26000 1	25333 3
BACHELOR - TECHNICAL	33373 6	30739 13	29000 1		21750 2		33300 3	34250 2	38400 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	17276 4	30000 1	22000 1	18000 2	26685 12		
BACHELOR - TECHNICAL		31000 1	32800 3	31000 2	30575 5	34350 2	

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	26649 45 35000/24000	22257 15							
BUSINESS ADMIN (INCL MGMT		22752 2	15500 1						
ECONOM & FINANCE (BANKING	23133 3	21687 3	22100 5		22500 2		17500 1		26500 2
HUMAN RSRCS (incl LABOR R									25000 1
MARKETING/MARK MGMT (RESR			23500 1		31500 1				
INFORMATION SCIENCES & SY		18000 1							

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT		18000 1							
ECONOM & FINANCE (BANKING	23000 1	22300 1	24950 1						
HUMAN RSRCS (incl LABOR R		23250 4	22039 4						
MARKETING/MARK MGMT (RESR			22000 1						
COMMUNICATIONS						13960 1	14016 1		
JOURNALISM								18600 2	
LETTERS (incl English, Li									25000 1
HUMANITIES - OTHER		12000 1							
POLITICAL SCIENCE/GOVT			18000 1						

AVERAGE SALARY OFFERS FEBRUARY 1991 GCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING							40000 1		23000 1
BUSINESS ADMIN (INCL MGMT				18000 1			23500 3		27875 2
ECONOM & FINANCE (BANKING							24333 3		22123 1
HUMAN RSRCS (incl LABOR R							22167 6		
MARKETING/MARK MGMT (RESR			22625 4		25500 3		23786 34 35000/18000		
ADVERTISING						18500 1	24000 1		
COMMUNICATIONS							24250 2		
JOURNALISM				28000 1					
HUMAN ECOLOGY (HOME ECONO							17500 1		
LETTERS (incl English, Li				17000 1					
CRIMINAL JUSTICE								17300 1	
HISTORY			18000 1						
POLITICAL SCIENCE/GOVT							18000 1		
PSYCHOLOGY							14535 3		
SOCIOLOGY							23000 1		
INDUSTRIAL		31800 1							
MECHANICAL							32800 3		
COMPUTER SCIENCE									16800 1
ARCHITECTURAL & ENVIRONME							26500 1		
PHYSICS							30250 2		

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR		LAW ENFORCEMEN		MILITARY		NATIONAL SECUR	URBAN / REGION		BIOENGINEERING	DESIGN / CONST		ENVIRONMENTAL/		MANUFACTURING/	
BUSINESS ADMIN (INCL MGMT	24000	1			24025	1										
ECONOM & FINANCE (BANKING					21013	2										
REAL ESTATE								18910	2							
CRIMINAL JUSTICE			21000	1	28140	1										
HISTORY					30000	1										
CHEMICAL															36000	1
CIVIL											29744	15	33519	3		
COMPUTER											33000	1				
ELECTRICAL/ELECTRONIC											27900	2				
MECHANICAL											30025	4	29016	1	32088	8
ENGINEERING TECHNOLOGY											29000	1			20000	1
ARCHITECTURAL & ENVIRONME											29200	1				

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
ECONOM & FINANCE (BANKING	28200 1								
CHEMICAL							36460 3		
CIVIL		28522 1				29184 1			30000 1
COMPUTER			24000 1	26252 2		34400 1			
ELECTRICAL/ELECTRONIC	30000 1	29995 4	29404 2	32108 5		26252 1	35700 2	27000 1	30020 4
MECHANICAL		32587 3		33000 1		26252 1		30619 7	29751 3
METALLURGICAL							31000 2		
ENGINEERING TECHNOLOGY	28800 1			26000 1					
OTHER AGRICULTURAL SCIENC					35000 1				
COMPUTER SCIENCE			30250 2					33500 1	
COMPUTER PROGRAMMING	31500 1		31200 1						
CHEMISTRY					18000 1				
MATHEMATICS	25200 1								

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
MANAGEMENT INFO SYSTEMS	28000 1								
HEALTH SCIENCES			16000 1						
NURSING				24000 1					
PHARMACY						36250 4			
BIOLOGICAL									15000 1

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT						21240 2			
MANAGEMENT INFO SYSTEMS					27000 2	23891 6	32000 2		
SOCIOLOGY				19218 1					
SOCIAL SCIENCES-OTHER				15310 2					
COMPUTER					26000 1				
ENGINEERING TECHNOLOGY					26500 2				
AGRIBUSINESS					16500 1				
COMPUTER SCIENCE		18000 1			26951 11	33000 2	26800 3		
COMPUTER PROGRAMMING					30333 3				
INFORMATION SCIENCES & SY					27250 2	24800 2	26407 6		
ALLIED HEALTH		14688 1							
MATHEMATICS					26200 1				

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING				23000 1					
BUSINESS ADMIN (INCL MGMT		30000 1	24750 2	21254 17					21000 2
ECONOM & FINANCE (BANKING		24500 2		22910 6	14000 1				
HUMAN RSRCS (incl LABOR R			20550 4						
MANAGEMENT INFO SYSTEMS				21500 1					
MARKETING/MARK MGMT (RESR		26000 1	25000 2	21625 11					26000 1
ADVERTISING				26000 1					
JOURNALISM				15500 2					
ELEMENTARY EDUCATION									22819 34 26196/18600
PRE-ELEMENTARY EDUCATION									22035 7
PHYSICAL EDUCATION									20990 5
SPECIAL EDUCATION									22139 6
HUMAN ECOLOGY (HOME ECONO									21500 1
TEXTILES & CLOTHING				25400 2					
MERCHANDISING MANAGEMENT				19400 2					
FOREIGN LANGUAGES									18850 1
LETTERS (incl English, Li			19400 2						18300 4
VISUAL & PERFORMING ARTS									22300 2
HUMANITIES - OTHER				27500 1		20000 1			
HISTORY				16800 1					
POLITICAL SCIENCE/GOVT				26500 1			25000 1		
PSYCHOLOGY			20820 1	22000 1					
SOCIAL SCIENCES-OTHER				18100 2		17000 1			20320 3

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
CIVIL				28000 1					
ELECTRICAL/ELECTRONIC		29750 2							
INDUSTRIAL				32800 1					
MECHANICAL		35900 1							
COMPUTER SCIENCE									22000 1
COMPUTER PROGRAMMING		31500 2							
INFORMATION SCIENCES & SY		29000 1		27150 2					
ARCHITECTURAL & ENVIRONME	30000 1								
BIOLOGICAL									18000 1
MATHEMATICS					22724 1				20371 2

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26429 48 35000/24000	22221 20 27600/17000	21357 7		25500 3		17500 1		26000 3
BACHELOR - TECHNICAL		18000 1							

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	23000 1	20757 7	21872 7			13960 1	14016 1	18600 2	25000 1
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL			21880 5	21000 3	25500 3	18500 1	23211 56 40000/17500	17300 1	25218 4
BACHELOR - TECHNICAL		31800 1					30900 6		16800 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	24000 1	21000 1	24838 5		18910 2				
BACHELOR - TECHNICAL							29719 24 36000/26500	32393 4	31270 10

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	28200 1								
BACHELOR - TECHNICAL	28875 4	30783 8	29085 6	30227 9	26500 2	29022 4	34683 7	30537 9	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	28000 1								
BACHELOR - TECHNICAL			16000 1	24000 1		36250 4			

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL				16613 3	27000 2	23229 8	32000 2		
BACHELOR - TECHNICAL		16344 2			26841 21 38000/19000	28900 4	26538 9		

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		26250 4	21938 11	21566 49 30000/16800	14000 1	18500 2	25000 1		22045 66 26196/18600
BACHELOR - TECHNICAL	30000 1	31233 6		28775 4	22724 1				20185 4

AVERAGE SALARY OFFERS FEBRUARY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 2/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	33813 8			29000 1		32000 2	28000 2	35200 5	
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH			28100 5	40000 1					
MBA--TECH	30000 1								

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH				22800 2			20280 1	30000 1	
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH							34800 1		
MBA--TECH									41550 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH									33300 1
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH					38000 1	30000 1	24300 1
MBA--TECH							